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2012 ENTREPRENEURIAL WORKSHOP SERIES

Navigating the Hidden Perils of International Distribution

The most common, and dangerous, mistake that anyone can make when dealing with international distributors is to treat the international relationship in the same manner as the domestic one. Since international issues and the accompanying distinctions are not always readily apparent, they can be difficult to spot and easily overlooked. Being unaware or otherwise turning a blind eye to these differences will only result in larger problems down the road. This seminar reviews the various pitfalls a U.S. based supplier can run across and provides guidance and tips to use when selling products and services internationally.



GUEST SPEAKER:

Jennifer Schwesig,
Armstrong Teasdale LLP,
St. Louis.

WHEN:

Thursday, Sept. 20, 2012

11:00 AM – 1:00 PM

Lunch included

WHERE:

**Dunn-Richmond Economic
Development Center**

1740 Innovation Dr., Suite 110
Carbondale, IL 62903

REGISTER:

Call **618-536-2424**,
email sbdc@siu.edu or go
online at www.siusbdc.com

Workshop and Luncheon are
free; however, pre-registration is
required by Monday, Sept. 17.

We can help bring the world closer to home.

*Who
Should
Attend?*

ENTREPRENEURS, INTERNATIONAL TRADE SPECIALISTS,
SHIPPING MANAGERS, FREIGHT FORWARDERS,
SALES MANAGERS, MANUFACTURERS, PLANT MANAGERS,
AND ANYONE DEALING WITH FOREIGN TRADE ISSUES
IN A SMALL BUSINESS SETTING.

**ILLINOIS SMALL BUSINESS
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